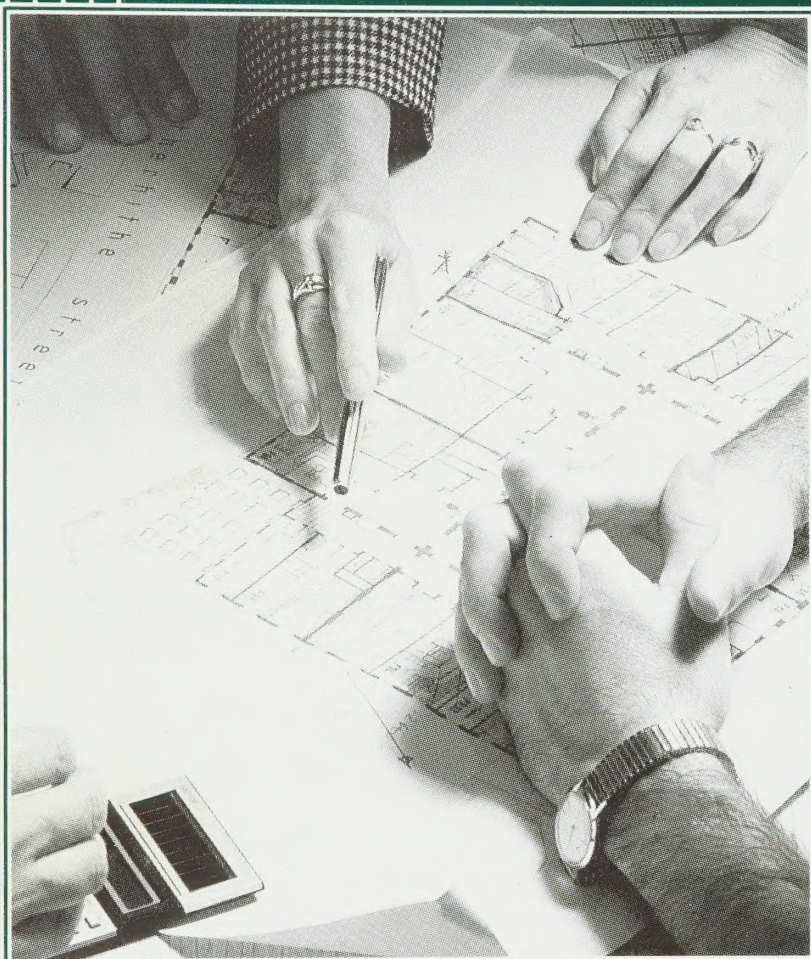


BUSINESS SERVICES



URBAN/MUNICIPAL

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GREATER HAMILTON

**THE RIGHT PLACE.
THE RIGHT TIME.**

The Economic Development Department provides many services within the community to ensure that Greater Hamilton continues to prosper.

Department staff will liaise with all aspects of the community to offer assistance in the following areas. They are committed to helping you succeed as the whole Region shares in your success!

PROJECTING GREATER HAMILTON AS A REGIONAL CENTRE

Special projects are undertaken on an ongoing basis to develop Greater Hamilton as a Regional centre. These projects may result in new facilities or may provide a valuable resource service to the Region.

Projects include Greater Hamilton Technology Enterprise Centre (INCUBATOR), Medical-Health Care Business Park (PARKMED), Confederation Park Hotel and Tourist Information Centre and others.

INDUSTRIAL LAND DEVELOPMENT

Regionally owned industrial land is developed to ensure that a supply of affordable, serviced industrial lots are maintained in the community to accommodate business location and expansion. Efforts are made to ensure that these lands are sold to end users and reduce real estate speculation. Recent initiatives to work with the private sector in joint ventures will help ensure quality development throughout the Region.

FOSTERING SMALL BUSINESS

Assistance to "start up" businesses through business plan counselling, finding suitable accommodations and ensuring conformance with government regulations is available.

The Department will act as a liaison between various government agencies to co-ordinate the preparation of applications for financial assistance programs. An inventory of programs is available upon request. The Regionally sponsored Greater Hamilton Technology Enterprise Centre will provide both start up counselling, and accommodation for new entrepreneurs.

IDENTIFYING BUSINESS PARTNERS

The Department provides an intermediary process of referral wherein one company may benefit from the goods and services of another. A Business Directory is also available and is used as a reference document for companies within the Region.

RETAINING AND EXPANDING EXISTING ENTERPRISES

Pertinent data is provided to local firms to facilitate their growth and development. This includes housing, income and other demographic data, as well as other information relevant to the operation and expansion of local enterprises. In addition the Department exhibits at trade shows, attends investment seminars and educational seminars on

a wide range of topics. For companies in a position to explore opportunities abroad the Department will assist in export development. Technology transfer and joint venture licensing opportunities are pursued on behalf of local enterprises.

ENHANCE SKILLS DEVELOPMENT

The Department supports initiatives such as the Hamilton-Wentworth Skills Training Advisory Council (STAC) to train workers to meet the needs of local employers. Firms requiring specialized technicians and a trained work force are directed to STAC to develop programs to solve labour concerns. The Department will also help firms access senior government programs aimed at skills training and development.

INVESTMENT OPPORTUNITIES

An inventory of business opportunities is maintained. Interested investors seeking industrial and commercial projects can be directed to suitable enterprises. Local firms wishing to find joint venture partners or purchase new technology are included to enable the Department to market wealth creating business opportunities..

ATTRACTING PEOPLE AND EMPLOYMENT

The Region's rewarding employment opportunities and lifestyle are promoted in various advertising campaigns directed at outside markets to attract new employees and residents. Business, social, community, educational and health services are stressed as well as Greater Hamilton's clearcut cost of living advantages.

PROMOTING TOURISM AND SPECIAL EVENTS

The Department focuses its activity on Southern Ontario and the northeast U.S. but new markets are constantly being identified and explored. Direct contact between the Department and major Tour operators has proven most successful in increasing the number of visitors to this area.

ATTRACTING CONVENTIONS

Greater Hamilton is becoming well known as a desirable convention destination. The Department focuses marketing efforts on demonstrating commitment to servicing before and during each convention with incentives offered to convention organizers, through site inspections and in maintaining excellent communications and liaison with each convention facility.

*Call us! If you have any queries about the services provided by the Economic Development Department do not hesitate to call. Department staff are on hand to answer your questions and to guide you to the resources your business needs to grow and prosper. Regional government is committed to ensuring that you realize your full potential. The continued prosperity of businesses like yours **is** the lifeblood of this community. Your success is our success!*



For more information on the many services offered by the
Economic Development Department to the Greater Hamilton
business community call (416) 546-4447

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